

## Message Text

UNCLASSIFIED

PAGE 01 STATE 010313

47

ORIGIN SSM-05

INFO OCT-01 ISO-00 /006 R

DRAFTED BY SSM:CSTILES/LPENDLETON/GJOHN/GBISSON/BKNAUF:L

APPROVED BY SSM:CEMCANAWAY

----- 112642

O 151704Z JAN 76

FM SECSTATE WASHDC

TO MR. J. KOPPELMAN PRESIDENT RCA SERVICE CO.

CHERRY HILL NEW JERSEY BUILDING 201-3

UNCLAS STATE 010313

E.O. 11652:

TAGS:

SUBJECT:

DEAR MR. KOPPELMAN:

THIS RESPONDS TO YOUR TELEGRAM OF JANUARY 12, 1976,  
CONCERNING THE DISPOSITION OF YOUR PROPOSAL 91-OFG-75 DATED  
JANUARY 5, 1976 IN RESPONSE TO RFP ST-76-21.

AS YOU NOTE, RCA WAS ADVISED ON JANUARY 10, 1976, BY THE  
CONTRACTING OFFICER, MR. GERALD JOHN, THAT YOUR FIRM DID  
NOT HAVE A REASONABLE CHANCE OF RECEIVING AN AWARD IN  
THIS PROCUREMENT. FURTHER, ON JANUARY 12TH YOU WERE  
ADVISED BY THE CONTRACTING OFFICER THAT, IN ACCORDANCE  
WITH THE EVALUATION PROCEDURE SET FORTH IN THE RFP, YOUR  
PROPOSAL WAS EVALUATED IN DETAIL BY THREE TEAMS OF SPE-  
CIALISTS, DRAWN FROM VARIOUS GOVERNMENT AGENCIES (AS  
THIS IS AN INTERAGENCY OPERATION) ACCORDING TO THE RE-  
QUIRED EXPERTISE, IN THE AREAS OF MANAGEMENT, TECHNICAL  
AND COST FACTORS. THIS EVALUATION REVEALED NUMEROUS  
MAJOR WEAKNESSES IN THE TECHNICAL AND COST AREAS, AS  
WELL AS AREAS IN WHICH THE LACK OF SUFFICIENT DETAIL  
PRECLUDED MEANINGFUL EVALUATION, THE CUMULATIVE EFFECT  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 010313

OF WHICH WOULD HAVE REQUIRED A MAJOR PROPOSAL REVISION.

AS RCA REPRESENTATIVES HAVE BEEN ADVISED, THE SINAI SUPPORT MISSION HAS BEEN, AND CONTINUES TO BE OPERATING UNDER SEVERE TIME CONSTRAINTS EXTERNALLY IMPOSED BY THE REQUIREMENT TO HAVE AN OPERATIONAL PRESENCE IN THE SINAI ON FEBRUARY 22, 1976. ACCORDINGLY, AS TIME DID NOT PERMIT THE RE-SUBMISSION AND RE-EVALUATION OF A MAJOR PROPOSAL REVISION, AND IN VIEW OF THE OTHERWISE AMPLE AND ADEQUATE COMPETITION, RCA WAS DETERMINED NOT TO HAVE A REASONABLE CHANCE OF RECEIVING AN AWARD.

IN ORDER TO MINIMIZE THE INCURRENCE OF PROPOSAL COSTS, RCA WAS NOTIFIED OF THIS DECISION AS SOON AS POSSIBLE.

ALL OF THE ABOVE WAS EXPLAINED BY ME TO BOTH MR. ROPER AND MR. MURRAY OF RCA, IN ADDITION TO THE SEVERAL CONVERSATIONS BETWEEN OFFICERS OF YOUR FIRM AND THE CONTRACT OFFICER.

WITH RESPECT TO YOUR REQUEST FOR A MEETING WITH SINAI SUPPORT MISSION PERSONNEL PRIOR TO AWARD, THE TIME CONSTRAINTS IMPOSED UPON THE ENTIRE MISSION STAFF AT THIS POINT PRECLUDE SUCH A MEETING. AGAIN, I EXPLAINED THIS TO MR. ROPER AND MR. MURRAY AND I BELIEVE THEY AGREED WITH ME THAT SUCH A MEETING WAS NOT REASONABLE NOR POSSIBLE PRIOR TO AWARD. HOWEVER, IF YOU SO DESIRE, A DEBRIEFING WILL BE GIVEN TO RCA REPRESENTATIVES AT THE EARLIEST MUTUALLY AGREEABLE TIME. CLAYTON E. MCMANAWAY, ACTING DIRECTOR, SINAI SUPPORT MISSION. KISSINGER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE010313  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** CSTILES/LPENDLETON/GJOHN/GBISSON/BKNAUF:L  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760015-0836  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760153/aaaabusl.tel  
**Line Count:** 90  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN SSM  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** mendozsm  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 28 JUL 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <28 JUL 2004 by castelsl>; APPROVED <19 AUG 2004 by mendozsm>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** REFUSAL OF BID FOR SSM  
**TAGS:** BEXP, XF, RCA SERVICE CO  
**To:** KOPPELMAN J  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006